



IMPORTANT Fortinet Partner Update

07.2018

Dear partner

We'd like to inform you about **important changes announced Friday evening (6.7.2018) by Fortinet** that have a **business impact**.

Important Changes in the Q3'18 Price List (valid as of August 6th)

► Multi-year embedded discounts have been removed on 3 and 5 years on all types of services

- Previously, the longer the services term, the higher the discount
- With the removal of the embedded discount the **pricing is increasing** on all 3 and 5-year subscription
- Multi-Year HW+SW bundle are still available** and the services are discounted based on hardware discount

► Impact on Distributor Quote Validity

- Current quotes are valid only until Friday August 3rd, 2018**
- Purchases based on previous price list must be placed by Friday August 3rd 2018**

Other Changes in the Q3'18 Price List

► Product and Service Additions have been made to the following product families

- Accessories, FortiAnalyzer, FortiClient, FortiExtender, FortiGate, FortiManager, FortiSandbox, FortiToken, FortiWeb, Training, Voice & Video, and Wireless

► To new services have been added into the **Threat, UTM and Enterprise Bundles**:

- Advanced Threat Protection (24x7 FortiCare plus Application Control, IPS, AV and FortiSandbox Cloud)
- Unified (UTM) Protection (8x5/24x7 FortiCare plus Application Control, IPS, AV, Web Filtering and Antispam, FortiSandbox Cloud)
- Enterprise Protection (8x5/24x7 FortiCare plus Application Control, IPS, AV, Web Filtering, Antispam, FortiSandbox Cloud, FortiCASB, Industrial Security and Security Rating)

>> The new Services are available with FortiOS 6.1.x. Please consult the new [FortiGate Licensing Guide](#)

► The new **Advanced Malware Protection (AMP)** service

- combining antivirus and FortiSandbox Cloud, is available in our three bundles.
- This new service provides the foundational security services needed to address today's evolving and complex threat landscape.
- Fortinet is the only vendor offering such a robust combined package of services, providing the capability to detect known and unknown threats.

► New Services Bundle Overview

	FortiGuard Security Rating Service				✓
	FortiCASB Connector				✓
	FortiGuard Industrial Security Services				✓
	FortiGuard Web Filtering Service			✓	✓
	FortiGuard IPS Service		✓	✓	✓
	FortiGuard AntiSPAM Service	✓	✓	✓	✓
	FortiGuard Antivirus Service <small>Incl. BOTnet/IP Domain and Mobile Security</small>	✓	✓	✓	✓
	Virus Outbreak (VOB) Content Disarm and Reconstruction (CDR)	✓	✓	✓	✓
	FortiSandboxCloud Service	✓	✓	✓	✓
	FortiGuard Application Control Service	✓	✓	✓	✓
	FortiCare Support & HW + SW Maintenance		✓ 24x7	✓	✓
Protection Service Package		Advanced Malware Protection (AMP)	Advanced Threat Protection (ATP)	Unified Protection (UTM)	Enterprise Protection (ENT)
		Available as bundle with Hardware			

All services based on Q3'18 pricelist and FortiOS 6.0.1

Impact on Wireless Product Availability

The **new the European standard for 5 GHz RLAN**, which includes Wi-Fi equipment **requirements force changes to the software that will be used on new equipment shipped** into the European Union (and other countries following the EU regulation or standards), **after 12th June 2018**.

► The Impacted Products below are **currently no longer orderable in the European countries**

- FortiWiFi-30E, FortiWiFi-30E-3G4G-INTL
- FortiWiFi-50E, FortiWiFi-51E
- FortiWiFi-60D, FortiWiFi-60D-POE
- FortiWiFi-90D, FortiWiFi-90D-POE
- FortiWiFi-92D
- FAP-11C, FAP-24D, FAP-28C, FAP-112D
- FAP-221B, FAP-223B, FAP-320B
- FAP-C23JD
- FAP-25D
- FAP-S322C, FAP-S321CR, FAP-S323CR, FAP-S322CR

As soon as we have information about the availability we'll let you know.



New TradeUp Process

Announced and introduced **July 1st**, 2018 now TradeUp request must be made online by the reseller and/or distributor and are limited to EOO units only. End User can TradeUp **End-of-Order** Fortinet units for new models and receive significant discounts on hardware and services.

- ▶ **Products** must meet the following **conditions**
 - The eligible Product shall have been announced End-of-Order by Fortinet through its support portal or any other website as designated by Fortinet
- ▶ **Transfer** of existing **Support Subscription**
 - End-Users can also benefit from a transfer of existing support subscriptions to their upgraded unit only when a recommended replacement is chosen.
 - Transferring existing support subscriptions to the newly purchased unit is simple via the Support
- ▶ **TradeUp Brochure and additional Information**
 - [TradeUp Brochure for End-User](#) (please download the reseller version from [Partner Portal](#))
 - [TradeUp Terms & Conditions](#)

ALSO Fortinet Microsite & Technical FAQ (Wiki)

- Fortinet [Technical FAQ \(aka Wiki\)](#)
- Fortinet [Microsite](#)
- Fortinet [Training @ ALSO](#)
- FortiGate [Licensing Guide](#)
- FortiGate [Licensing Matrix](#)

ALSO Fortinet Team

▶ Sales

Tel. +41 41 266 2962
Mail fortinet-ch@also.com
web <https://fortinet.also.ch>



Sandro Amrein,
Product Manager



Patrizia Warmuth
Inside Sales



Armin Halilovic,
Inside Sales



Ivo Tibolla
Business Dev.
Manager

▶ Technical

Tel. +41 41 266 2962
Mail fortinet-ch@also.com
web <https://fortinet.also.ch/wiki>



Martin Ruesch
Technical Consultant



Christian Huber
Technical Consultant